

Message Text

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PAGE 01 ABU DH 00729 091217Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----091225Z 085212 /13

R 091130Z MAR 77
FM AMEMBASSY ABU DHABI
TO SECSTATE WASHDC 5753
USDOC WASHDC
USIA WASHDC

UNCLAS ABU DHABI 0729

COMMERCE FOR CAGNE

E.O. 11652: NA
TAGS: BEXP BLIB TC
SUBJ: REQUEST FOR TRADE DIRECTORIES FOR ABU DHABI AND DUBAI
CHAMBERS OF COMMERCE

1. IN RECENT VISITS TO CHAMBERS OF COMMERCE IN ABU DHABI AND DUBAI, EMBASSY COMMERCIAL OFFICER LEARNED THAT LIBRARIES AT BOTH CHAMBERS HAVE RATHER POOR COLLECTIONS OF US TRADE DIRECTORIES. ON OTHER HAND, MANY OF OUR COMPETITORS REGULARLY PROVIDE NEW EDITIONS OF THEIR TRADE REGISTERS SO BOTH CHAMBERS HAVE RECENT DIRECTORIES OF SUPPLIERS IN OTHER COUNTRIES. IT IS EMBARRASSING - AND CERTAINLY NOT IN OUR BEST COMMERCIAL INTERESTS - TO HAVE DUBAI CHAMBER OF COMMERCE DISPLAYING DUSTY 1963 THOMAS REGISTER ON SAME SHELF AS BRAND NEW COMMERCIAL REGISTER OF THE SOVIET UNION. OBVIOUSLY BOTH CHAMBERS COULD AFFORD TO BUY THEIR OWN COMMERCIAL DIRECTORIES, BUT SINCE SO MANY COUNTRIES PROVIDE FREE COPIES NEITHER CHAMBER HAS PROGRAM TO PURCHASE DIRECTORIES.

2. BOTH DUBAI AND ABU DHABI CHAMBERS HAVE BEEN EXTREMELY GENEROUS IN HELPING EMBASSY COMMERCIAL SECTION PROMOTE US EXPORTS TO UAE. FOR EXAMPLE, COST
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OF RECEPTION FOR RECENT WATER RESOURCES TRADE MISSION HOSTED - AND COMPLETED PAID FOR - BY ABU DHABI CHAMBER OF COMMERCE EXCEEDED \$1000, AND CHAMBER HAS ALREADY ASSURED US THAT THEY WILL FUND SIMILAR RECEPTION FOR UPCOMING PETROCHEMICAL TRADE MISSION.

3. EMBASSY WOULD LIKE TO CONTRIBUTE NEW (PREFERABLY

NEW, BUT RECENT-EDITION USED WOULD ALSO BE WELCOME)
TRADE DIRECTORIES TO THE LIBRARIES OF THE ABU DHABI
AND DUBAI CHAMBERS OF COMMERCE. GIFT OF THESE
DIRECTORIES WOULD BE MUCH APPRECIATED AND WOULD SERVE
TWO-FOLD UPRPOSE OF PARTIALLY REPAYING CHAMBERS'
GENEROSITY WHILE AT SAME TIME BROADENING US TRADE
PROMOTION EFFORT IN UAE. CAN ANY ACTION ADDRESSEE
PROVIDE EMB WITH COPIES (TWO OF EACH, IF POSSIBLE) OF:
THOMAS REGISTER
AMERICAN REGISTER OF EXPORTERS AND IMPORTERS
CONSULTANTS AND CONSULTING ORGANIZATION S DIRECTORY
ENGINEERING NEWS RECORD DESIGN FIRMS DIRECTORY
ENGINEERING NEWS RECORD CONTRACTORS DIRECTORY
THESE ARE THE DIRECTORIES EMB HAS FOUND MOST USE FUL IN
UAE, BUT IF THESE UNAVAILABLE OTHER GOOD DIRECTORES
OF US FIRMS WOULD ALSO BE APPRECIATED.

4. AT PRESENT, EMB LIBRARY PASSES HAD-ME-DOWN DIREC-
TORIES TO EMB COMMERCIAL OFFICER IN DUBAI. SO BY THE
TIME OUR DIRECTORIES COULD BE AVAILABLE TO PASS TO
LOCAL CHAMBERS THEY WOULD BE NEARLY THREE YEARS
OLD AND QUITE SHOPWORN.
DICKMAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 09-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770080-1273
Format: TEL
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t19770380/aaaacryy.tel
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Litigation History:
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Message ID: 8e7a5ebb-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 19-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3170421
Secure: OPEN
Status: NATIVE
Subject: REQUEST FOR TRADE DIRECTORIES FOR ABU DHABI AND DUBAI CHAMBERS OF COMMERCE
TAGS: BEXP, BLIB, TC
To: STATE COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/8e7a5ebb-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009